

City Cable Services

Video / Internet / Telephone

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Federal Communications Commission
Office of the Secretary

Federal Communications Commission
445 12th Street, S.W.
Washington, D.C. 20554

Chairman Kevin J. Martin

Att: Daniel Gonzalez
Chief of Staff

City Cable Services is a small 100% Minority/Woman owned Private Cable Operator (PCO) focused in the upper Midwest region. City Cable primarily works with smaller locally owned apartment and manufactured housing owners in the Midwest. Most residents are minority and lower income residents. We provide local competition in the MDU market segment to Comcast, Time Warner, and AT&T.

City Cable Services receives an exclusive arrangement or bulk service arrangements to provide Cable Television, High Speed Internet and Digital Telephone to the residents of these multi-family complexes; in 100% of the contracts we have we significantly reduced rates for our customers. In most cases we typically save residents 25%-50% from the best rates the residents can get from the Franchise Cable Company or the Local Bell Company. This can be over \$500 per year!

The residents of these complexes desperately need relief from the high cost of cable television, high speed internet and digital telephone service. Large operators have aggressively raised their rates over the past several years. Only our efforts can keep their pricing in check.

The multifamily owners and the hundreds of residents we talk to on a daily basis are greatly concerned that if the FCC does away with exclusive or bulk service arrangement for small private cable operators like us, that it will only hurt the resident. I can provide numerous examples of creating a channel line-up with international or Spanish programming for a special resident profile at greatly reduced rates. We are giving resident's more choices at a much better rate. Our form of contracts allow this to happen. I urge the FCC to continue to give us this right.

The goal of the FCC in this issue is very clear to us. How can the FCC help the resident in getting better cable television, high speed internet and digital telephone? The answer is also very clear: allow the small private cable companies to retain their exclusive contracts and or bulk service contracts with the multifamily owners and the real winner is the resident, getting a superior product at a greatly reduced cost.

Our programming comes from many different sources, C-Band, IPTV, Dish Transport. Please believe me, we are not an extension of the Big Dish Companies. We have a long history of not abusing our customers (residents), but rather helping get more diverse programming and much lower rates. If the FCC is not careful residents will only have a choice of One Monopoly or The Other Monopoly.

In our markets, our market share is less than 1% of market. Please do not allow the large companies the ability to destroy our American Dream. Because if you give them the ability to do so, they will.

Regards,

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